

Message Text

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ACTION CU-05

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TO SECSTATE WASHDC 6301
INFO AMCONSUL KARACHI
AMCONSUL LAHORE

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DEPT FOR CU/PC

E.O. 11652: N/A
TAGS: SGEN, SOPMN, PK
SUBJECT: EXAMPLES OF GOOD CORPORATE CITIZENSHIP

REF: STATE 051579

1. THERE ARE NOT MANY AMERICAN MNC'S IN PAKISTAN. OF THOSE WE KNOW, THE CONSULATE GENERAL IN KARACHI REPORTS THAT PAKISTAN ESSO FERTILIZER CO. LOCATED IN DABARKI IS AN EXCELLENT EXAMPLE OF GOOD CORPORATE CITIZENSHIP. THE COMPANY HAS SEVERAL PROGRAMS WHICH GO BEYOND DIRECT BENEFIT TO THE COMPANY ITSELF. THIS INCLUDES (A) IMPROVING THE FACILITIES IN PAKISTAN'S TWO HIGH SCHOOLS BY DONATING A CHEMISTRY LABORATORY AND LIBRARY, AND BY THE INSTALLATION OF ELECTRIC FANS; (B) PROVIDING USE OF THE PLANT'S MEDICAL CLINIC FOR TREATMENT OF SNAKE BITES -- WITH SOME 1,000 CASES TREATED SUCCESSFULLY; (C) HOLDING ANNUAL EYE CAMPS AT WHICH 8,700 PATIENTS WERE TREATED LAST YEAR FOR PROBLEMS RANGING FROM MINOR EYE AILMENTS TO CATARACTS; (D) CONTRIBUTING SIGNIFICANTLY TO FLOOD RELIEF FUNDS.

2. BEYOND THESE COMMUNITY PROGRAMS, ESSO CONTINUES TO MAKE AN IMPORTANT CONTRIBUTION IN THE TRANSFER OF TECHNOLOGY THROUGH
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ITS AGRICULTURAL EXTENSION PROGRAM WHICH INCLUDES DIRECT CONTACT WITH FARMERS, ADVISORY PAMPHLETS IN LOCAL LANGUAGES, DEMONSTRATION PLOTS, AND ALSO SEMINARS FOR GOP AND OTHER TRAINED AGRICULTURISTS.

3. IT DESERVES THE HIGHEST GRADES FOR LABOR MANAGEMENT RELATIONS. CONSTRUCTED BY AMERICAN ENGINEERS AND OPERATED THROUGH ITS

INITIAL STAGE, THIS HIGHLY SOPHISTICATED PLANT IS TODAY COMPLETELY OPERATED BY PAKISTANI MANAGERS AND ENGINEERS. THEIR HOUSING COMMUNITY INCLUDING THEIR SCHOOL, CLUBS AND SPORT FACILITIES, AND MOSQUE ARE LUXURIOUS BY PAKISTANI STANDARDS, AND EXCELLENT BY AMERICAN STANDARDS. AS ONE OF THE COMPANY'S EXECUTIVES COMMENTED, "ALL THIS PLUS HIGH PAY AND A CHANCE TO ADVANCE ON MERIT, NOT ONLY HERE BUT THROUGHOUT ESSO, IS THE WAY WE KEEP THEM OUT IN THIS DESERT AND FROM LEAVING FOR LUCRATIVE JOBS IN THE MIDDLE EAST." ONE OF THE PLANT OFFICERS TOLD THE REPORTING OFFICER, THAT WITH HIS RELATIVELY LIMITED EDUCATION HE WOULD NEVER HAVE BEEN ABLE TO RISE ABOVE THE POSITION OF CLERK HAD HE WORKED FOR A PAKISTANI FIRM. IN BRIEF, THE ENTIRE OPERATION SETS AN EXCELLENT EXAMINE OF ENLIGHTENED SELF-INTEREST

A

-- AN EXAMPLE WHICH STANDS OUT IN PAKISTAN.

HUMMEL

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